

ADVANTAGES OF NEW ORLEANS AND LOUISIANA FOR INTERCOURSE WITH SOUTH AMERICA



ISSUED BY THE
LOUISIANA STATE BOARD
OF Agriculture and Immigration
BATON ROUGE
Leons Pasternok
COMMISSIONER

Drawn by E. M. Mose
Baton Rouge, La.

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...Advantages...

OF
New Orleans and Louisiana
FOR
Intercourse With South America.

Thirty-five years ago, the vast territory from which have been formed the States of North and South Dakota, Montana, Idaho, Wyoming, Colorado, Utah and Nevada, and the territories of New Mexico and Arizona, which are aspiring to Statehood, were included in what was then known as "the Great American desert." Communications with the Pacific Coast States were carried on by way of the Isthmus of Panama, the Straits of Magellan and around Cape Horn, or by caravans across the desert. In the interval, the wave of immigration has rolled across these vast areas, which were the abodes and hunting grounds of the Red Men. Railroads have connected the two oceans, and prosperous towns, cities and States, peopled by the irresistible white race, have sprung into active life. There are no more worlds to conquer within the vast domain of the Union. But the rapidly growing population, and the corresponding increase in the products of its industries, suggests the necessity for the opening of new fields or markets for their sale and exchange.

A mere glance at the map of the globe will suffice to indicate that the nearest, broadest and natural field for the expansion of American commerce and enterprise, lies in the continent of South America. It must be obvious, too, to the commonest observer, that avenues for this expansion, other than the remote ones starting from our Atlantic and Pacific ports, must quickly be opened. This is the era of lightning speed on the shortest and most direct lines. Clearly, all of the States whose water courses flow into the Mississippi, must seek the markets of South America through the ports on the Gulf of Mexico. It is creditable to the American spirit of enterprise that several old and new ports on the Gulf Coast aspire to become main avenues for the coming intercourse with South America. But here again, a mere glance will suffice to designate New Orleans as the most natural, and the most advantageous base for this intercourse.

New Orleans is the nearest Gulf port to South America. It has railway facilities for

communicating with every part of the Union, which no other Gulf port can equal, and it has in its waterways a commanding advantage which no other port possesses. Cheap coal to operate the steam transports, reaches New Orleans by water and rail, and the same unrivalled advantages are afforded by New Orleans for the conveyance of the products of American industries to the steamers which should carry on our direct inter-continental intercourse.

By the natural laws of gravitation, manufactures will draw nearer and nearer to the shipping point. So will the agencies and storehouses for the products of distant manufactures. These will bring additional wealth, activity and population. Not only will New Orleans profit by this intercourse, but Louisiana as well, in various ways, which it would be superfluous to describe.

Other Gulf ports, despite their comparative disadvantages, are bidding for this intercourse, and it is because of this that the undersigned Commissioner of Agriculture and Immigration, has been impelled to issue this publication, which contains indisputable facts which he was enabled to obtain and compile while he exercised the functions of Consul of the United States, at Callao, Peru. These facts were presented by him before the Chamber of Commerce and Industry, at a meeting held February 24, 1893. His Excellency, Governor Foster, who had previously manifested great interest in the establishment of rapid and frequent intercourse between New Orleans and South America, honored the meeting by his presence, and honored the undersigned by introducing him and by commending his efforts to awaken public interest in such intercourse. It seems opportune at this time, to again bring this important subject to the attention of the people of New Orleans, and of the State generally, and to the attention of the railway directories and the millions of people who are likewise directly interested in the opening of the shortest routes between the Mississippi Valley and that too little known wonderland, the continent of South America, which is destined in the near future to become a practically unlimited field for the expansion of the commerce and enterprise of the people of the United States.

To give some idea of the development already attained by some of the Republics on the Pacific coast of South America, it has been deemed useful to insert in this publication some striking views of the Isthmus of Panama, and of the cities of Callao and Lima, Peru. These views will give some idea of the trade and civilization existing in these countries.

The time for decisive action by the people

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of New Orleans has surely come. It is chiefly from South America that the greatness of New Orleans must come. Her people should control, in their own interest, the transportation with South America, and a mammoth steam navigation company should at once be formed, operating vessels of a character that would defy competition, and beyond peradventure secure a trade that would soon make New Orleans second to New York only, in importance. Few persons in New Orleans should feel too poor to take some stock in so vital an enterprise.

Following this introduction are presented the account of the meeting referred to above, and the utterances thereat made, which were published at the time in the columns of the *Picayune* and of the *Times-Democrat*.

They are most respectfully submitted by the undersigned: LEON JASTREMSKI,
Commissioner.

[*New Orleans Picayune*, Feb. 24, 1898]

A large number of merchants and business men met last night at the Chamber of Commerce to listen to an address by Leon Jastremski, ex-United States consul to Callao, Peru, on the importance of establishing and encouraging trade relations between New Orleans and Central and South American cities.

The meeting was called to order by Captain A. K. Miller, president of the Chamber of Commerce, and after stating its object, Captain Miller introduced Governor Murphy J. Foster, who made a few remarks, endorsing the plan which General Jastremski was about to present, and of which he had full comprehension, as he had often discussed with the General the several propositions contained in the address.

GOVERNOR FOSTER SAID

He did not propose to make any set address, but would give in a few words his endorsement of the scheme General Jastremski will present. Last summer he and the General frequently discussed and deprecated the great damage done by quarantine to this city. Incidentally, they discussed the future prospects and prosperity of New Orleans, and what she could do and ought to do in regard to trade relations with Central and South America. They realized that New Orleans, like every other city, must yield to the demands of trade and commerce, and that she feels and will feel the mutations and improvement in trade and commerce between nations; the necessity of quick ocean travel, etc.

However deserving the merchant in this city may be, we must realize that merchants of other cities and towns can compete with us. Northern and Eastern cities complain of losing

their inland trade. Why? Because the consumer and producer have been brought close together.

Governor Foster said that he believed when the manufactures here are improved and extended, and maritime relations established, the future of New Orleans will be assured. All the products of the magnificent Western Empire seek a market through New Orleans to the Old World. In order to succeed we must have deep water at the mouth of the Mississippi river.

In conversation with General Jastremski relative to trade between New Orleans and Central and South American States, I found him anxious and willing to do all in his power to enlist the sympathies and interest of the people of the Central and South American States. I have traveled in these countries and have spoken to the people. They are of the Latin race, and naturally they feel kindly disposed towards the inhabitants of the South.

THEY WANT OUR TRADE.

They yearn for it, and they will co-operate to the fullest extent in all measures to foster and encourage trade relations with New Orleans.

I met forty to fifty gentlemen from Nebraska yesterday, and speaking about the possibilities of the port in regard to trade relations with the West, I told Mr. Green, their president, that we would be very glad to open up trade relations with the West.

Mr. Green said that he had no doubt there would result much mutual benefit from enlarged trade relations, but so far New Orleans had done nothing. Other Southern cities had made overtures and had succeeded.

"I BELIEVE THAT THE PROPER SPIRIT

Is here in New Orleans, whose people are patriotic and earnest in their desire to build up their city and their State.

"I believe General Jastremski has all the ability, intelligence, force of character and enterprise necessary to be of great aid in any measure looking to the establishment of trade intercourse with the countries south of us."

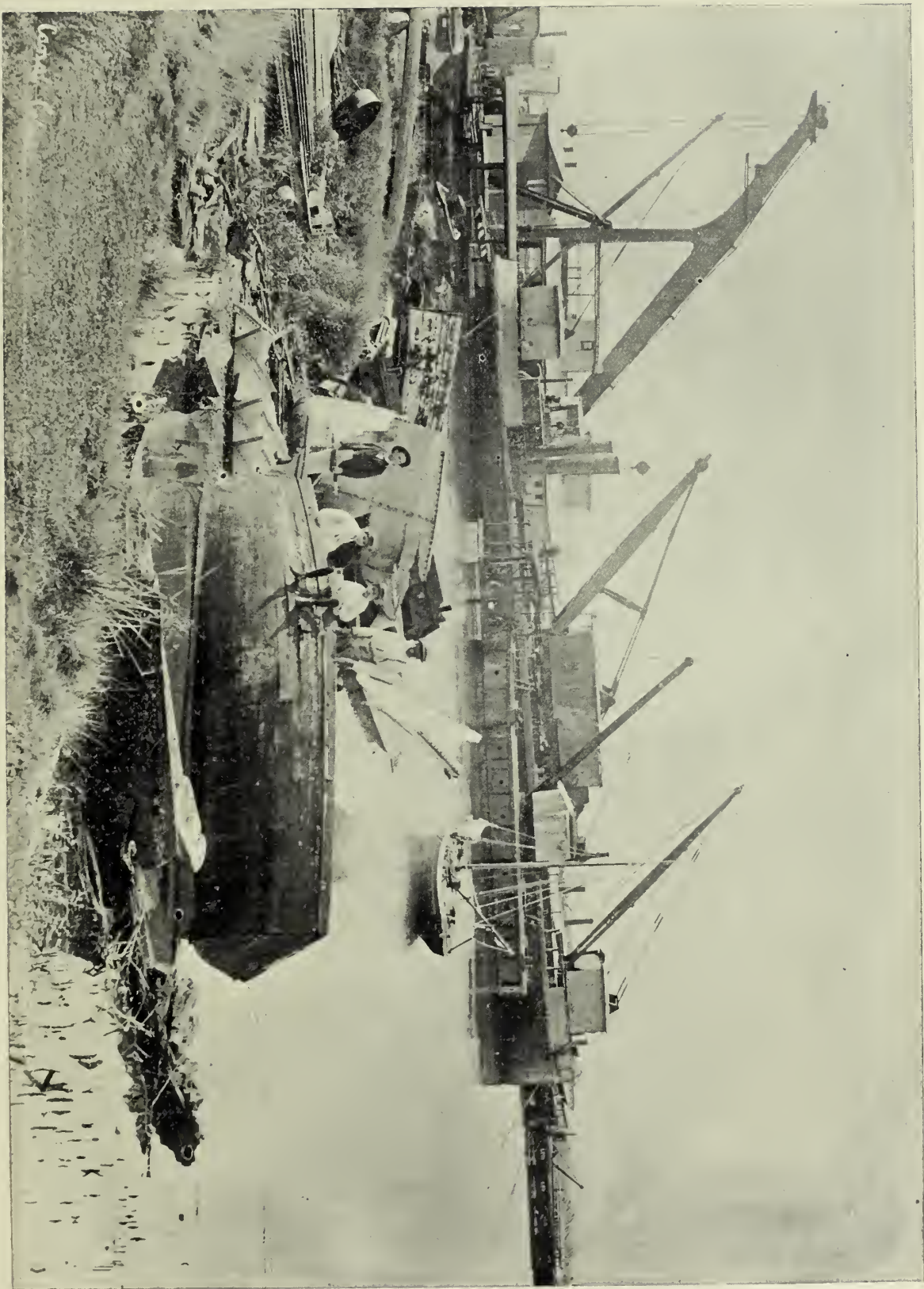
At the conclusion of Governor Foster's address, which was warmly applauded,

GENERAL JASTREMSKI

Spoke as follows:

Governor Foster, Mr. President and Members of the Chamber:

Not the least of the honors which my fellow-citizens have at various times bestowed upon me, is that of having been a delegate from this chamber to the sessions of the National Board of Trade, held at Louisville and in this city. It was meet, therefore, that I should have come before this chamber to discharge what is for me a public duty—that of



ENTRANCE OF THE PANAMA CANAL, AT COLON.

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urging consideration of a question of far-reaching interest to the country, and more especially to this city. This question has reference to the establishment of direct intercourse with that favored region of South America, about which

MR. JAMES BRYCE,

The profound observer and thinker, says in his famous "American Commonwealth":

"The fate of western South America belongs to a still more distant future, but it can hardly remain unconnected with what is already by far the greatest power in the Western Hemisphere. When capital, which is accumulating in the United States with extraordinary rapidity, is no longer able to find highly profitable employment in the development of western North America, it will tend to seek other fields. When population has filled up the present territory of the United States, enterprising spirits will overflow into undeveloped regions. The nearest of these is western South America, the elevated plateaus of which are habitable by northern races. It may be conjectured that the relations of the vast territories in Ecuador, Peru and Bolivia, for which the Spaniards have done so little, and which can hardly remain forever neglected, will one day become far closer with the United States than with any European power."

On my return from the consular service to which President Cleveland was pleased to assign me, I felt it incumbent upon me to report to

THE GOVERNOR OF THE STATE

The information that I had gained and the impressions I had formed in reference to this subject. Inspired by his well-known zeal for the advancement of the State's interest, the Governor had made a voyage to Central America and the isthmus of Panama, with the chief object of gaining an insight by personal observation into the possibilities of direct intercourse between these points and New Orleans. I was intensely gratified to find him in full accord with me and ready to lend me the support of his personal and official influence in such proper endeavors as I might wish to make to awaken our fellow-citizens to the importance of early, decisive and persevering action in this matter. I may be permitted to thank him most sincerely for the kindly consideration he has shown me.

I had not been long at my consular post at Callao, when the marvelous inducements that South America presents to American enterprise became apparent to me. As I gained information on the subject I sent it to the government, and my reports were given publication in the volumes of consular reports issued monthly by the Department of State. I shall

take occasion later to bring extracts therefrom to your attention. During my sojourn in Peru I had the good fortune of profiting from the personal observations of an eminent American resident there, who had dwelled and traveled in the principal countries of South America; and, on a certain occasion, referring to the vast resources of this continent, this gentleman exclaimed: "You cannot overestimate the stores of wealth that South America possesses. Our people seem to have little knowledge of them, and I have come to the conclusion that

THIS CONTINENT HAS TO BE REDISCOVERED

By our countrymen." I have thought, therefore, that I could not render greater service to my fellow-citizens of New Orleans and Louisiana than to give them my impressions of the practically boundless and inexhaustible field for trade which lies at their doors. The Europeans labor under the disadvantage of having to cross the Atlantic ocean to reach this field, yet we have allowed them to get the bulk of the commerce of South America, to monopolize the navigation of its gigantic rivers and its coasts, to control the railroad across the isthmus of Panama and to undertake the work of cutting the ship canal through it. Shall we remain inactive and let them build its railway system while we boast of our ability to produce cheaper rails in our mills and rolling stock in our machine shops? Is it not in a great measure due to our laggardness in entering the competition with Europeans in Latin America, that we are experiencing hard times and that we have so many unemployed people in the United States?

THE CONTINENT OF SOUTH AMERICA

extends from 12 degrees north latitude, to 57 degrees south latitude; consequently it has a length approximately, of 4,150 miles. At its greatest breadth, it extends from 35 degrees to 82 degrees west longitude, and measures approximately, 2,800 miles. It has an area twice as great as that of the United States. Its population is not under 42,000,000. It possesses every climate, all species of plants and productions; all the precious and other metals and minerals; rare woods, dyes, exquisite fleeces and peltries, and throughout its immense tropical region it produces articles in profusion which are eagerly sought by the rest of the world. In its virgin forests and wilds it has been said by a famous explorer that there goes to decay on the surface of the ground enough riches annually to pay off the national debt of the world. Of this same region Humbolt also has said that it is destined to become the

CENTER OF THE POPULATION OF THE EARTH.

It has climates on its Pacific coast which are

unexcelled by any other favored region of the earth. In its equatorial domains the tropical heat of the low lands is tempered by the sea or mountain breezes, while the altitudes afford climates of the temperate or frigid zones to suit the fancies of all men. It has scenery of unsurpassable grandeur and loveliness. It has glorious skies, majestic mountains and noble rivers, which are navigable for thousands of miles. It has great cities, centers of culture, refinement, luxury, pleasure and wealth. It has ever placid seas and deep harbors, and it has romantic traces of a civilization that had existed for centuries prior to the discovery of America by Columbus. It has histories replete with deeds of heroism, endurance and self-sacrifice, which rivaled those recounted by the histories of the Old World. If it has stories of frequent revolutions, it has stories also of as many battles fought for liberty and the rights of man as the proudest of lands can boast of. It is a land of poetry, love and glory, and a land, too, of chivalric and scholarly men and lovely and beautiful women.

REVELING IN THE PROFUSE NATURAL RICHES

Of their land, the South Americans have not had to tax their energies as the less favored Europeans or North Americans have been compelled to do. Yet, they have neither been unmindful nor indifferent to the inventions and progress of other nations. Nowhere do enterprising, ingenious and resolute men, receive more generous encouragement, and none such experience serious difficulties in obtaining the most liberal concessions to open lands to cultivation, navigate rivers, operate mines, or construct canals and railways. They are welcome everywhere, despite the many deceptions that have been practiced by charlatans and conscienceless fakirs.

The natural conditions in South America invite intimate intercourse with us. *The seasons beyond the equatorial line* are in reverse of ours. When it is winter there it is summer here, and were the means of communication adequate, the South Americans would come here for a change instead of seeking it in Europe. And our people might, with far greater profit to themselves and their country, visit in return the picturesque and attractive countries of the southern continent. Innumerable false impressions and prejudices would vanish on both sides of the line, and a new era dawn upon the twin continents out of such intercourse.

It is indisputable that our shortest and

MOST PRACTICAL LINE OF PENETRATION

Into South America is through Venezuela and Colombia, along the slopes of the Andean range, just where Pizarro made his marches of conquest, and where he found the empire of

the Incas. That the Incas had chosen the best and richest domain of their epochs is proven by the still existing conditions, for the occupation of the great basin of the Amazon is yet most practicable from the chain of the Andes, where the United States surveyors have staked the Intercontinental Railway, which, be it said in passing, our people are allowing to slumber in company with the Nicaragua canal.

In my published official reports to the department of State, I said:

Report of February 28, 1894: "In these days commerce moves with steamships or railways, and as long as the United States do not provide them, the European steamship lines to Colon and around Cape Horn will take to Europe the trade of that region of South America which nature has placed within easy grasp of the American people.

"A glance at the map shows that the Atlantic coast countries of South America are closer, perhaps, to Europe than to the United States. This justifies the preponderance of European commerce in these countries.

"On the Pacific coast of South America the geographical position is reversed, since the capital of Peru, for example, is on *the same longitudinal line as Washington city*. It, and its seaport, Callao, whence a railway line pierces the Andes and descends towards the boundless valley of the Amazon, are distant but 1,500 miles from Panama.

"It takes the Colombian Line steamers more than six days to carry the United States mails, freights and passengers from all the States east of the Rockies, from New York to Colon. In less than four days steamers could go from New Orleans to Colon.

"Obviously the general trade interests of our country would seem to suggest the dispatching of the mails, freights and passengers from the Eastern States, as at present, by the Colombian Line from New York to Colon, and the mails, etc., from the north, west and south via New Orleans.

"San Francisco mails are carried by rail from New Orleans in less than four days. As steamships can go from New Orleans to Colon in less than four days, it follows that San Francisco fast mails could be conveyed this way to Panama in eight days. It now takes San Francisco mails twenty-two days to reach Panama by the Pacific mail steamers.

"The following table of distances will best illustrate the foregoing:

	Miles.
Callao to Colon	1,550
Colon to New Orleans	1,350
Total	2,900
Callao to Colon	1,550



THE STATUE OF COLUMBUS, AT COLON, ISTHMUS OF PANAMA,
Donated by Empress Eugenie, of France.

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Colon to New York.....	2,026
Total	3,576
Callao to Panama.....	1,500
Panama to San Francisco.....	3,400
Total	4,900
Callao to Colon.....	1,550
Colon to principal European ports.....	5,500
Total	7,050

"The difference in favor of the United States port is seen at a glance.

"With an enterprise worthy of imitation, some seventy European steamers ply between European ports and Colon.

"Among these a Liverpool line (the West India) has steamers which, on their return trips, stop at New Orleans to complete cargo, but which, on their way out, do not stop at New Orleans. The effect is obvious. New Orleans, the nearest American seaport—which is the natural outlet of the great valleys of the Missouri, the Mississippi and the Ohio—is left

UNDISTURBED IN ITS STRANGE ISOLATION

from the South American countries on the Pacific ocean.

"It is to be considered that from New Orleans mails and passengers could be conveyed by rail to Washington in thirty-six hours; to New York in forty hours; to Chicago in thirty hours; and to San Francisco is less than four days."

Report of March 20, 1894: "The explanation for this diversion from natural channels, to my mind, is found in the following comparison of distances from New York, and rates of travel for first-class cabin passage, viz.: To San Francisco, by Colombian and Pacific mail lines, via Panama, twenty-nine days, 5,450 miles, \$120; to Callao, by Colombian and English or Chilean lines, via Panama, fifteen days, 3,500 miles, \$167 (now \$197); to Valparaiso, by Colombian and English or Chilean lines, via Panama, twenty-two days, 4,700 miles, \$225 (now \$254); to Liverpool, 3,152 miles, by Cunard steamers, seven days, \$60. It will be observed that these rates of passage from New York to Callao and Valparaiso are virtually prohibitive to the American tourist, prospector and commercial traveler. They must operate likewise with many South Americans, who, with cheaper rates, would visit the United States, and eventually form commercial relations there. These classes are the pioneers of international trade, and their absence in both regions is explained by the preceding rates.

"(Note—From Panama to New York, 2075 miles, the cabin fare is \$100.)

"The conveyances between the United States and Colon are the Colombian Line steamers, carrying mails and departing every ten days from New York. Relying, doubtless, upon these infrequent departures which bar competition, the European steamships plying between Colon and European ports, which occupy nineteen days on the voyage, charge passengers 40 pounds sterling (about \$195) for the trip. The stoppages at Callao and the waits at Panama generally prolong the voyages to thirty days from Valparaiso to New York. Add to this seven days to cross the Atlantic, making a total of thirty-seven days, and it is seen at a glance why Chilean travelers to Europe avoid the United States.

"A young American who called at this consulate recently, while on his way from Valparaiso to New York, expressed chagrin at having taken the Pacific route. He stated that he could have gone from Valparaiso over the Transandine railway to Buenos Ayres, thence to Europe, and from Europe to New York, in nearly the same time and for exactly three pounds sterling more—that is, for \$15 more he could have

TRAVELED OVER 12,000 MILES

Via the Atlantic side, against 4,633 miles via the Pacific side.

"New Orleans is 700 miles nearer to Colon than is New York. It is the natural outlet, by our great inland water routes, for Wheeling, Pittsburg, Cincinnati, St. Paul, St. Louis, Kansas City and other great trading and manufacturing centers. Many of these centers are nearer to New Orleans by rail than to New York. Yet, including New Orleans itself, these centers have only the angular route via New York for the transportation of their mails, travel and freights to Colon and the west coast of South America, leaving out of consideration the still longer route via San Francisco.

"QUICKER TIME AND REDUCED RATES

Could not fail to bring about a radical change in our trade relations with these countries, whose combined population amounts to not less than 10,000,000. I include Ecuador, Peru, Bolivia and Chili in this calculation."

Report of March 18, 1895: "Regarding the ocean traffic with Europe by way of the straits of Magellan, a distance of between 14,000 and 15,000 miles, the purposes of this report will be sufficiently attained by noting the arrival of steamships at the port of Callao during 1894, which were as follows: Hamburg, 32 steamships, with a total registered tonnage of 53,075; Liverpool, 29 steamships, with a total registered tonnage of 55,300; Havre, 9 steamships, with a total registered tonnage of 20,444.

“(Note—To the above should be added one sailing ship from Hamburg and twenty-eight from English ports, with a tonnage of 39,575.)

“Against these 98 arrivals from European ports, with an aggregate tonnage of 168,394, those from United States ports consisted of eight British steamships and seven sailing vessels, with an aggregate tonnage of 18,000. The total arrivals at Callao from all ports amounted to 225 steamships and 146 sailing vessels, aggregating 553,809 tons, which approximates one-third of the tonnage entering the port of New Orleans annually. As there are some twenty-five ports of various grades on the Pacific coast of South America, the magnitude of its maritime commerce may be readily imagined.

“OF PRIME IMPORTANCE TO THE UNITED STATES

Is the ocean route between Panama and Valparaiso. This route is monopolized by the Pacific Steam Navigation Company (English) and the Compania Sud Americana de Vapores (Chilian), in combination. They bring five mails in two months from the United States at irregular intervals of one and two weeks respectively. Each of these companies runs a steamship every alternating week to Panama and return to Valparaiso, and another steamship to Pimentel, Peru, in like manner, touching at intermediate ports, and making stoppages of from three to four days each way at Callao. This gives to each company eight steamships in active operation. They are excellent vessels, capable of making the voyages in less than half the time they occupy and are especially built in England for this trade. In point of accommodations for passengers, they combine the comforts of the old floating palaces of the Mississippi, the Sound steamers and the ordinary ocean steamship. They have over-deck staterooms and over-deck promenades. The route is, perhaps, the most uniformly smooth and pleasant in the world, and cheap rates would make it a favorite one for the tourist. A voyage on one of these steamships is usually one of little risk, and of much pleasure and comfort.

“THE PACIFIC STEAMSHIP NAVIGATION COMP'Y

Was founded in the forties by William Wheelwright, an American, at one time United States consul at Guayaquil, Ecuador. Mr. Wheelwright, having failed to interest American capitalists in the undertaking, went to London, and after years of hard labor succeeded. Two paddle-wheel steamships of a few hundred tons burden were the pioneers of the present line, which is one of the richest and most powerful in the world. The Chilian company was started in competition, and for a while the rates went down. Concluding that

both lines would stay, their directors came to terms, and, as might be expected, to the great injury of the helpless people of this coast. The effect of the combination upon the progress and development of the marvelous resources of these countries may well be imagined.

“(Note—According to its last report, the Pacific Steam Navigation Company had a fleet of thirty six steamers, with a registered tonnage of 102,600. The Chilian company has over twenty steam vessels, and for 1896 it declared a dividend of 30 per cent, after having largely increased its reserve fund.)

“Passage rates (first-class): From Callao to Guayaquil, 702 miles, \$26.76; to Panama, 1,537 miles, \$95.15; to Valparaiso, 1,271 miles, \$57.67. From Panama to Guayaquil, 836 miles \$51.36; to Callao, 1,537 miles, \$97.37; from Valparaiso to Callao, 1,271 miles, \$54.74. Steerage deck, from Callao to Panama, 1,537 miles, \$28.73.”

Note—The inequalities and enormities of the rates for first-class passage are glaring. The rate for deck or steerage passage is proportionately equal to first-class cabin passage between New Orleans and New York (1800 miles) on the superb steamers of the Cromwell line. The steamers on the

MISSISSIPPI AND OHIO RIVERS

Would rejoice in getting these steerage rates for first-class passengers. The hapless deck passengers on the steamships plying between Panama and Valparaiso accommodate themselves on the catch-as-catch-can system, oftentimes in the lower decks among the cattle. They must furnish their own bedding and get the coarsest of food.

Note—The distance from New York to Galveston is greater than to Colon (over 2,300 miles), yet the Mallory line of steamers issue tickets, good in either direction, as follows: Cabin, \$45; steerage, \$20; cabin excursion tickets, \$80.

“NOT A SINGLE STEAMSHIP

Navigates these waters (south of Panama) under the stars and stripes, and so far as is observable, the efforts of the average American merchant and manufacturer are confined to sending circulars and catalogues, when the real issue is transportation.

“These exorbitant charges (Panama route) for travel and freights, operate as effectually as a blockade against American trade and intercourse. They deprive the people of this coast of the advantages that access to the markets of the United States would give them. They increase the cost of their products, restrict the sale to the markets of Europe, and limit the intercourse between the various lo-



THE GRANITE DOCKS OF CALLAO, PERU.
Where vessels are loaded and unloaded from and into railroad cars, by steam derricks.

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calities along the coast to the favored classes.

"By force of arms the nations of Europe are parceling out among themselves the continent of Africa, and by skillful combinations in ocean transportation, are controlling the trade, if not the destinies, of our twin continent of South America."

Report of January 30, 1896, relative to reciprocity:

"Peru will rapidly augment the quantities of its products and its commerce in general when its railways are extended to the Amazon and other parts of its wondrously fertile territory.

"It is greatly to be regretted that American capitalists do not seem to have discovered the advisability of establishing the proper means of communication with the west coast of South America, as it is clear that, without such means, no agreements that our government might make looking to the extension of our commerce in these parts could be successfully carried out."

Report of August 31, 1896:

"That the United States can successfully compete with Europe on this coast, even at equal distances, is being demonstrated by the growing volume of trade that the steamships engaged in the direct traffic with New York, via the straits of Magellan, have developed, and to which I have adverted in previous reports."

Note—The steamers adverted to, plying between New York and the Pacific coast of South America are those of the lines started since 1894 by the American houses of W. R. Grace & Co., and Hemenway & Browne, of New York.

To form some idea of the travel and trade

ACROSS THE ISTHMUS OF PANAMA, and the possibilities of the increase thereof, by means of better and cheaper transportation facilities, I quote from the official reports of General Victor Vifquain, United States Consul General at Panama, dated June 1, 1894, viz.:

"The freight transported by the Panama Railroad during the year 1893 amounted to 200,082 tons. It has, in better years, carried as much as 500,000 tons.

"The number of passengers carried by the line during the same period were 42,018; it has carried as many as 1,200,000 in a year.

"FROM CENTRAL AMERICAN PORTS, The steamers of the Pacific Mail Steamship Company brought to Panama 564,049 sacks of coffee, averaging 152 pounds each, gross. This coffee was destined as follows: For New York, 73,986 sacks; for Europe, 489,659 sacks; for the Isthmus and South Pacific ports, 404 sacks. I am unable to find out how many

sacks of coffee were taken to San Francisco by the steamers of this line on their homeward trip; these figures can be obtained from the custom house at that place, but I am informed by persons in a position to know that it should be at least 250,000 sacks. This coffee trade from Central America is growing larger and larger every year, and it is safe to say that not less than 500,000 sacks were taken by French, German, Italian and English tramp steamers to their respective countries, but especially to Hamburg, Germany."

Note—Consul General Vifquain, doubtless from his inability to obtain the data, does not give the cargoes of the North American Navigation Company.

"The treasure carried by this line from Panama to San Francisco, in 1893, was as follows: From Panama and South Pacific ports, \$944,476; from New York, via Panama, \$79,930; from Europe, via Panama, \$98,279. Total, \$1,122,685.

"The passengers to Panama from San Francisco, Mexico and Central America during 1893, numbered 475 cabin and 757 steerage. From Panama to San Francisco, Central America and Mexican ports, the line carried 1,526 cabin, and 759 steerage passengers, a grand total of 3,553 passengers, out of which there were only 43 'deadhead.'

"The termini of the road (Panama Railway) are Colon,

ON THE ATLANTIC SIDE,

And Panama, on the Pacific. The length of the line is forty-seven miles."

The extent of the travel on the Pacific coast of South America, and its certain increase through reduction of the prevailing exorbitant rates, may be inferred from the fact that the arrival of passengers by sea in 1893, at the port of Callao, Peru, alone, numbered 20,391, and the departures, 19,284, making a total of 39,675.

Of necessity in going to my consular post at Callao, Peru, I had to go to New York by rail, thence to Colon. To this point my route was made longer by 2,000 miles than it would have been had I been able to go direct from New Orleans to Colon. Owing to this, the cost of the voyage was \$250. I left New York on a freezing winter's day, December 10, 1893, and, having missed connection, was detained six days at Panama. I reached Callao on January 1, 1894, on a bright summer's day, the twenty-second out from New York. The thermometer was at its normal degree, 82 Fahrenheit in the shade. The normal in winter is 56. On my return voyage I counted on the New York steamer no less than twenty passengers who would have gone via New Orleans. Among them were six Californians, returning to Los

Angeles from a prospecting tour in a gold mining district in Colombia, where, I may say, in passing, they had found quartz that would yield \$400 to the ton. To reach a train on the Southern Pacific, at New Orleans, they were compelled to go via New York, at an increased cost to the party of no less than \$800.

At the present time, a Louisianian, Mr. Cuthbert B. Jones, is leading a railway enterprise from the coast of Peru to the coal mines of Hualguayoc, and the January bulletin of the Bureau of American Republics announces its successful prosecution. The road is to extend eastward 230 kilometers, and eventually to

REACH NAVIGATION ON THE MARANON,

One of the principal tributaries of the Amazon. The coal fields of Hualguayoc, said to be inexhaustible, yield a coal of a bituminous anthracite quality, as rich as that found in Pennsylvania. It will be brought to the coast at a cost not exceeding \$2 per ton, in competition with English and other coals, which are selling at the same point at from \$7 to \$20 per ton. The company that will construct and operate the road and the mines was organized in the United States, under the name of the Pacific Company. It will open up a region of vast wealth in coal, silver, lead and petroleum, and an agricultural district rich in possibilities of sugar cane, grain, rice, coffee, cocoanuts and tobacco culture. It is believed that these coal mines will be enabled to supply the markets on the Pacific coast, from Chili to San Francisco, reaching also the markets of Japan and China, and upon the extension of the line eastward, the steamers navigating the Amazon and its tributaries.

THE INVENTIVE GENIUS OF THE AGE

Is incessantly and successfully employed in increasing the speed of steam vessels, and the near future will see ocean steamers competing with the railway locomotive. Owing to the unavoidable curves that the railways make through Texas and Mexico, the connection that will be made at or near the Isthmus of Panama with the projected Intercontinental Railway, will always be quicker, cheaper and shorter by sea from New Orleans, and the directors of the railways centering there cannot fail to perceive that steamships connecting New Orleans with South America would operate practically as extensions of their lines into South America. In my judgment the first line of steamers should be established from New Orleans to Colon and other ports in Colombia and the Venezuelan port of Laguayra. They should make close connection for the transferring of passengers, mails and freights with the steamers at Panama bound for the ports of Colombia, Ecuador, Peru and

Chili, to the southward, and the ports of Central America, Mexico and California, to the northward. The vessels

SHOULD BE FIRST-CLASS

In speed and accommodations, and backed with sufficient capital to satisfy the public that they will stay in the trade, for it cannot be reasonably expected that the established currents of trade will be diverted by vessels sent out for one or two tentative voyages. As the United States mail service with the Isthmus is one of the obstacles to enlarged intercourse with South America, no difficulty should be experienced, from our government, in obtaining mail contracts for the line referred to, which would enable all of our territory west of the States of the Atlantic seaboard to have direct and speedy *mail communications with South America, through New Orleans*. It would then become practicable and advisable for our express companies to establish agencies in all the countries which could be reached by the new and shorter line, and for American commercial houses or limited stock companies, to open branches or stores there. Quick and regular voyages, good accommodations, at reasonable rates, and excursion facilities both ways, would develop an intercourse of surprising dimensions, of people from both continents on business or pleasure bent.

This trade movement southward should never cease until a steamship service is established in the Gulf of Mexico, greater in importance to New Orleans than was the

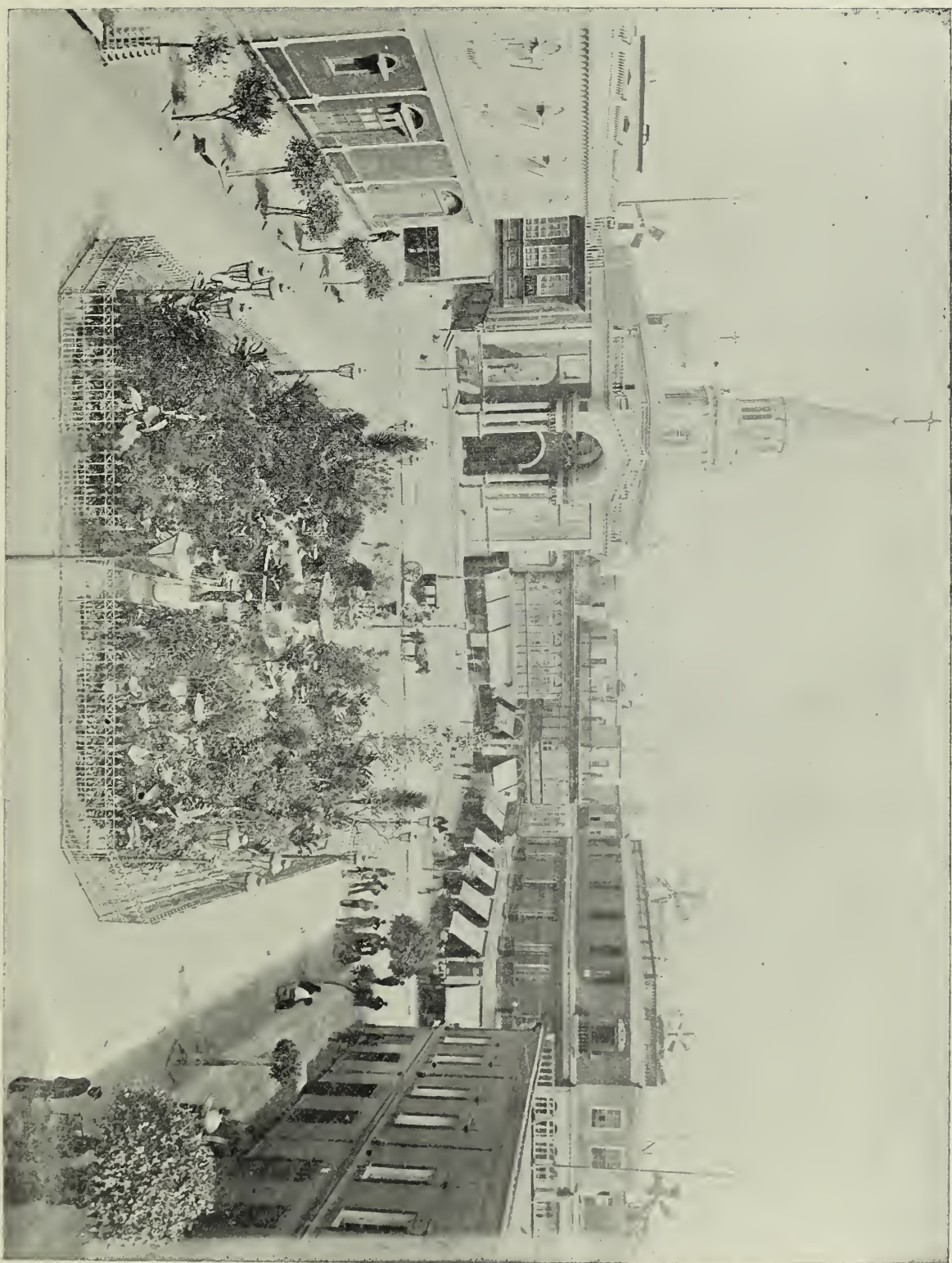
STEAMBOAT SERVICE ON OUR RIVERS

Prior to the railway era. When it is remembered, for instance, that the voyage by steamer to Shreveport took longer, was more dangerous and the running expenses of the steamers far greater than would be the steamship navigation on the Gulf, is it not passing strange that the latter is scarcely beyond the embryonic stage?

New Orleans is the nearest American seaport to the Isthmus of Panama and to South America. It has an ancestry and a colonial history in common with the Spanish-American countries. There are striking similarities between the Creoles of New Orleans and the Creoles of Spanish-America, and the latter would find in the architectural and other features of our Creole quarter, and in the tastes, customs, manners and instincts of its inhabitants, much that would be congenial, and would remind them of their own land. No other

CITY IN THE UNITED STATES

Is so felicitously adapted to lead in the great movement which is destined to weave the ties



PLAZA DE LA MATRIZ. AT CALLAO. PERU.

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of fraternity, common aspirations and commercial intercourse between the twin American continents. Everything in existing conditions suggests this forward movement. No other great seaport presents the unique spectacle that New Orleans does towards the countries beaten by the waves of the Gulf of Mexico. It might be likened to Marseilles, communicating with Cairo and Constantinople, through Havre and Bordeaux; Liverpool with New York, through London, and Oporto with Havana, through Barcelona.

There may be comfort in the thought that many interior commercial and manufacturing centers, which are seeking new markets in Latin America, likewise pay tribute to the longer route via New York. It may be that these centers have not yet discovered that New Orleans is 700 miles nearer to the isthmus of Panama than New York. For example, via New Orleans, Cincinnati would save 627 miles; Indianapolis, 689; Chicago, 700; Duluth, 750; St. Paul, 754; Omaha, 1,032; Kansas City, 1,207; St. Louis, 1,058; Louisville, 841; Nashville, 1,073; Knoxville, 883; Chattanooga, 1,059; Atlanta, 1,081; Memphis, 1,462. It should not be very difficult to induce the enterprising people of these cities to co-operate with New Orleans in the matter.

The business men of the East have long since settled for themselves in the affirmative the question of the advisability and practicability of pushing American trade into South America. In 1896 a numerous party of merchants and manufacturers made a tour of observation in this continent. This resulted in the organization of the Philadelphia museums, where samples of European manufactures, which are sold in South America, are exhibited in order that American manufacturers may learn how to compete with the European products. Last year the directory of

THE PHILADELPHIA MUSEUMS

Provided the means, and delegations of prominent men from various countries in South America, in amicable reciprocity, came to the United States, and visited many of our leading cities. They were royally entertained everywhere, and it is to be regretted that New Orleans was not included in the itinerary.

To show how spiritedly the East moved in this matter, I have thought it not inappropriate to quote from a letter directed to me by Hon. G. W. Fishback, ex-Secretary of Legation at Buenos Ayres, United States Inspector of Consulates, and afterwards special envoy to Cuba. Mr. Fishback took a leading part in the movements above described:

"MY DEAR MR. JASTREMSKI—I have by this mail sent a short letter to Don Ricardo Neill, in which I have explained to him how satisfactorily the plans are progressing for the visit of the South American delegation to the United States in June. By the middle of

next week cable instructions will result in the delivery of tickets to the four distinguished delegates from Lima, and we expect them to take the steamship Loa, which sails from Callao on the 11th of May, northward. The Brazilian and east coast delegates, including those from the river Platte, will arrive in New York on the 26th of May, and those from your side of South America will arrive on the 30th or 31st. The arrangements for the entertainment in June are assuming great proportions, etc."

There resulted from this interchange of visits the opening of a

PERMANENT AGENCY AT CARACAS.

The capital of Venezuela, by the associated manufacturers of the United States, for the exhibition and sale, from samples, of articles of American manufacture. At a meeting recently held at Philadelphia the agency reported that results of a very encouraging character had already been attained.

In evidence of the fact that the inland cities of the United States are seeing that they cannot hope to extend their trade into South America by way of New York and San Francisco, and that shorter, more direct and more natural routes must be opened. Kansas City is moving actively to create

A ROUTE FOR ITS OWN BENEFIT

Through Port Arthur, the terminus of the Pittsburg, Kansas City and Gulf railway, at Sabine Pass. This enterprising Western city aims at nothing less than the outflanking of New Orleans, and she is organizing lines of steamships designed to operate between Port Arthur, Mexico, Central and South America and the West India islands.

It is obvious that if New Orleans wants to keep pace with the times, it must move at once, and in no hesitating or uncertain way. Efforts of a spasmodic character will not suffice, and an active, systematic and persevering propaganda will have to be carried on in the territory which should naturally seek the gulf through New Orleans, and at the points in Latin America with which communication should be had. This propaganda should be conducted by means of publications and personal canvasses.

In summarizing, permit me to direct your attention to the map of our hemisphere. It reveals that South America bodily lies to the

SOUTHEAST OF NORTH AMERICA.

Consequently, the geographical advantages that we have over Europe on the north and west coasts of South America are so decided that the commercial and maritime preponderances which Europe enjoys on these coasts has become little short of a standing reproach upon the reputed enterprising spirit of our people. At the isthmus of Panama the New Orleans steamers would tap, and should help materially to regain, the immense trade movements on the Pacific coasts of South and

Central America and Mexico, a vast part of which European shrewdness and enterprise is deflecting towards their markets via the straits of Magellan. Then look down the line of the Andes and across the

RICHEST ZONES OF SOUTH AMERICA

As far as the great city of Buenos Ayres, whose population has grown to 800,000. It is the line of the projected and surveyed intercontinental railway—a line which should be built with American materials and be operated by American railroad men. The sea route via New Orleans, of necessity, will always be the shortest and quickest line of connection between the intercontinental railway and its branches and the United States. Who can fail to see the magnitude of the results of this steamship service between New Orleans, the isthmus and the northern coast of South America? Where is a more brilliant objective for New Orleans? Where is a better and broader field for our trades-people to establish branches and for our unemployed? Is it not

TIME FOR NEW ORLEANS

To march vigorously towards her manifest

destiny as the connecting link between the two continents?

The meeting listened with close attention and unflagging interest to the General's masterly and able presentation of arguments and facts and figures, and after the applause had subsided, Mr. Kilpatrick moved that a vote of thanks be extended to Governor Foster for his very able introductory address, and to General Jastremski for his full, elaborate and highly interesting talk.

The motion was adopted.

President Miller thanked the gentlemen present for their attendance, for the interest they have taken in this matter of so vital importance to New Orleans, and he added that he hoped they would think over seriously the remarks of the General, and determine to make a move in the right direction—not a spasmodic effort, but an earnest, energetic, fruitful effort.

On motion of Mr. Blakely the addresses and proceedings of the meeting were ordered printed in pamphlet form.

The meeting then adjourned.



MERCADERES STREET, THE FASHIONABLE THOROUGHFARE OF LIMA, PERU,
In holiday attire, (street car track on one side of the street.)

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